



MCKINNEY ECONOMIC DEVELOPMENT CORPORATION

June 12, 2017

To: MEDC Board

From: John Valencia

Director of BRE & ET Programs

Subject: June 20, 2017 MEDC Board Meeting; BREP Report/Update

### **Business Retention & Expansion Program**

The following are update:

- Blount continues with their soup cup line installation. They are in the process of a customer run and first delivery, so the last push is on! Schedule is still behind original timeline, but they are pushing. They do have two of their five pound bag lines up and running, with two more on deck. Labor continues to really haunt them in finding workforce.
- Simpson Strong-Tie expansion continues. Phase 2, the new training and office center is up and running and most have moved in. Formal CO is still in the works, but progressing. Phase 3, expanded warehouse/shipping area is under construction now and pad is done. The tilt walls are going up on the NE corner and some steel has been delivered. The CO on this phase is scheduled for November 20<sup>th</sup>.
- Lone Star Reel continues to be worked on the document side. Still...
- New Retention & Expansion opportunity is in discussion. Initial talks are for a Class A office building in the 80-100K sf range. More to come.

Also here please see <http://mckinneytexas.org/1046/Development-Reports> to find the McKinney at a Glance Development report for May. This is produced by the Planning Department and is quite comprehensive of what is happening in McKinney. I'm hoping you take a look as it really contains a wealth of information.

### **New Business / Other Business**

Our office staff efforts here continue to share new business opportunities.

Salesforce - As we worked through our strategic planning process it became more and more evident that our Salesforce tool would become invaluable. To this end, Salesforce is now an active, dynamic part of our daily routine. Most activities involve correspondence and actions with our current and future

clients and projects. It's an evolution here in the office, but one that will pay off very well going forward.

CoStar - With our new subscription to CoStar, this too will become an invaluable tool for us. On May 31<sup>st</sup> we had a training session in our continuing effort to learn all its capabilities. Wow! What a wealth of information we now have at our fingertips. By no means do we know it all, but little by little in using it and more training, it will prove itself here in our office.

### **Emerging Technology**

With the MEDC working on a Strategic Plan with the TadZo Team, this program as we know it is in the discussion stage and under evaluation. It might evolve differently than it is today. We believe that this type of effort and initiative is important in our community, but just how it all plays out, is still being considered.

The Team here continues to work hard in promoting our wonderful community!

Respectfully Submitted,

John Valencia

Director of Business Retention, Expansion & Emerging Technology  
**MCKINNEY ECONOMIC DEVELOPMENT CORP.**